



ICU Technologies Inc. Corporate Information

- EIN # 27-3118908
- CA State Contractor License # 959749 issued 4/11/2011 - 4/30/2021 (C-7 prime)
- DIR # 1000064885
- Certified Small Business # 1492720
- Main Phone- (530) 488-7200 Support- (530) 488-7201
- Main email- sales@icu-techinc.com
- GSA MAS Contract # 47QSWA18D003K (4/13/2018 through 4/12/2023)
- CMAS Contract # 3-18-84-0054D (5/9/2018 through 4/12/2023)



Security Systems Design & Integration | Technology | Consulting | Master Planning

ICU Technologies, Inc. (ICU) provides strategic Public Safety & Security solutions for State, Local, Education and Federal Government organizations. Our unique approach enables us to be a true value add partner to our clients by developing and implementing beneficial solutions that address the holistic needs of the organization, educating our clients on the best approaches in addressing their Public Safety & Security needs, and simplifying the procurement process. Our processes produce positive Measurable Business Outcomes for the clients that we work with.

As a Disabled Veteran Owned Small Business, ICU is committed to excellence and creating innovative, flexible, and scalable solutions for our State, Local, Education and Federal clients.

What differentiates ICU from our competition?

- **Our People** – Our team is comprised of experienced and knowledgeable professionals committed to the success of our clients' missions. Most of our team members have 20+ years designing and integrating safety and security systems within the Government market space. We have designed, integrated and managed many large and complex solutions. From our experiences, we have documented and learned from lessons both good and have become experts in guiding our clients to avoid certain pitfalls relating to sourcing and deploying Public Safety and Security solutions.
- **Performance-Based Processes** – ICU has invested heavily into processes that quickly gain full stakeholder consensus on solutions and approach, streamline the procurement process for our clients', and effectively deliver projects on time and on budget without sacrificing quality.
- **Trusted Partner** – Our business is to guide our clients in acquiring a solution that marks all their check boxes and mitigates all their safety and security concerns. We will never implement a solution that is not the perfect fit for specific needs. Where most providers in our service offering are looking to make a sale and move on to the next, ICU stands with our clients from inception to completion and beyond.
- **Focused Technologies** – We are experts on a suite of handpicked, best in breed technology solutions that complement each other to address holistic Public Safety & Security needs, leaving zero gaps, and delivering measurable results.
- **Passion** – ICU and its employees are passionate and take pride in making our communities Safe & Secure
- **Contract Vehicles** - ICU holds Government Services Administration (GSA) (Contract # 47QSWA18D003K) and California Multiple Award Schedule (CMAS) (Contract # 3-18-84-0054D) to save our State, Local, Education and Federal Government clients time and money in purchasing Public Safety and Security Systems. Projects can be sole sourced using these contract vehicles, eliminating the costly and time and resource consuming Request for Proposal (RFP) process.

ICU Technologies Inc.
13620 Lincoln Way Suite 230
Auburn, CA 95603
www.icu-techinc.com



GENERAL SERVICES ADMINISTRATION FEDERAL SUPPLY SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link www.gsa.gov.

MULTIPLE AWARD SCHEDULE (MAS)

LARGE CATEGORY – SECURITY AND PROTECTION

Subcategory: Protective Equipment

SIN 334220 Surveillance Systems, Wearable Body Cameras, and Vehicular Video

Subcategory: Security Systems

SIN 334290 Security and Detection Systems

SIN 334290L Physical Access Control Systems (PACS) - Legacy

LARGE CATEGORY – MISCELLANEOUS

Subcategory: Complimentary Special Item Numbers (SINs)

SIN ANCILLARY Ancillary Supplies and **Services**

SIN OLM Order-Level Materials

CONTRACT NUMBER: 47QSWA18D003K

CONTRACT PERIOD: April 13, 2018 – April 12, 2023

CONTRACTOR: ICU Technologies, Inc.
13620 Lincoln Way #230
Auburn, CA 95603

Phone Number: 559-761-1262
Fax Number: 559-892-1142
E-mail: gsasales@icu-techinc.com
Website: www.icu-techinc.com

CONTRACT ADMIN: Matthew Rieder
mrieder@icu-techinc.com

BUSINESS SIZE: Veteran Owned- Small Business (VOSB)



CUSTOMER INFORMATION (Ordering Guidance)

1a. Special Item Numbers:

SIN 334220 Surveillance Systems, Wearable Body Cameras, and Vehicular Video
SIN 334290 Security and Detection Systems
SIN 334290L Physical Access Control Systems (PACS) - Legacy
SIN ANCILLARY Ancillary Supplies and Services
SIN OLM Order-Level Materials

- 1b. Lowest Priced Item/SIN:** SIN 334290L, AC-HID-CORP1K-MC-1000, Price: \$.28
SIN 334220, APD-MT-WALL1, Price: \$6.61
- 1c. Hourly Rates (Services):** SIN 334290, ANCILLARY, Security Technician I \$116.57/hr
- 2. Maximum Order:** SIN 334290L - \$250,000; SIN 334220 - \$250,000; SIN 334290 - \$250,000; SIN ANCILLARY - \$250,000; SIN OLM - \$250,000

*Ordering activities may request a price reduction at any time before placing an order, establishing a BPA, or in conjunction with the annual BPA review. However, the ordering activity shall seek a price reduction when the order or BPA exceeds the simplified acquisition threshold. Schedule contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order or BPA.

- 3. Minimum Order:** \$100.00
- 4. Geographic Coverage:** Domestic, 50 states, Washington, DC, Puerto Rico, and US Territories
- 5. Points of Production:** USA
- 6. Statement on Net Price:** Prices shown in pricelist are net (negotiated discount has been applied and the IFF has been added).
- 7. Quantity Discounts:** 1%, 250k; 2%, 500k (Avigilon Items Only)
- 8. Prompt Payment Terms:** Net 30 days, 0 %. *Information for Ordering Offices:* Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
- 9a. Government purchase cards at/below micro-purchase threshold:** Accepted at or below the micro-purchase threshold

9b.	Government purchase cards above micro-purchase threshold:	Please contact contractor.
10.	Foreign Items:	None
11a.	Time of Delivery:	30 days ARO
11b.	Expedited Delivery:	Consult with Contractor.
11c.	Overnight and Two-day Delivery:	Consult with Contractor for rates.
11d.	Urgent Requirements:	Consult with Contractor.
12.	F.O.B Points:	FOB Origin
13a.	Ordering Address:	Same as Contractor's Address
13b.	Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in FAR 8.405-3	
14.	Payment Address:	13620 Lincoln Way #230 Auburn, CA 95603
15.	Warranty Provision:	Standard Commercial Warranty. Customer should contract contractor for copy of warranty or generally N/A for services
15a.	Return/Restocking Policy:	None
16.	Export Packing Charges:	N/A
17.	Terms and conditions of commercial credit card acceptance:	Contract Contractor for credit card limit Government acceptance over micro purchase threshold.
18.	Terms and conditions of Government rental, maintenance, and repair:	N/A
19.	Terms and conditions of Installation	N/A
20.	Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices	N/A
20a.	Terms and conditions for any other services	N/A

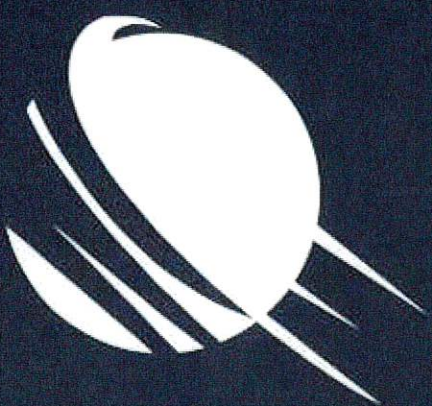
- | | | |
|------|---|-------------------------------------|
| 21. | List of service and distribution points | N/A |
| 22. | List of participating dealers: | N/A |
| 23. | Preventive Maintenance: | N/A |
| 24a. | Environmental Attributes: | N/A |
| 24b. | Section 508 Compliance: | N/A |
| 25. | DUNS Number: | 016665843 |
| 26. | CCR (SAM) Registration: | SAM Registration valid and current. |

Services Pricing

SIN (s)	Labor Categories	Minimum Education/Certification Level	Minimum Years of Experience	Functional Responsibility	GSA Price (w/IFF) Hourly Rate
ANCILLARY 334290	Security Technician I	Bachelors	3 years	Installation and service of access control and video surveillance field devices/systems.	\$116.57
ANCILLARY 334290	Security Technician II	Bachelors	4 years	Installation and service of access control and video surveillance field devices/systems with expertise in remote surveillance integration.	\$125.54
ANCILLARY 334290	Project Manager	Bachelors	6 years	Manage and set schedule, coordinate with others, communicate system status.	\$147.96
ANCILLARY 334290	Senior Engineer	Bachelors	8 years	Design and system integration, software set up, oversight of installation by technicians.	\$156.93

Products Pricing

See GSA Advantage



ICU
TECHNOLOGIES

PUBLIC SAFETY SECURITY SOLUTIONS.

**Approved Government Contract Vehicles
For Law Enforcement, K-12 and Local Government**

Approved Contract Vehicles

ISA MAS - No \$ cap for parts, install and service level agreement. All product and labor is pre-negotiated. Contractor is pre-vetted. Pre-negotiated and pre-determined bulk discounts. Cooperative Purchasing Agreement for 2. Total Solutions are only available through a **GSA Schedule 84** for Security as well as Schedule 70 for IT.

CMAS - Base GSA Contract required, limits all installation/labor to 50% of total value of contract. \$25K max limit on project total misc., conduit, cable etc...

CUPCCAA - \$200,000 limit, pricing not pre-negotiated



GSA/CMAS Contract Vehicles



Contract 47QSWA18D0003K

FEDERAL SERVICES ADMINISTRATION FEDERAL SUPPLY SERVICE AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

Access to contract and ordering information, terms and conditions, up to date pricing, and the option to procure with category order are available through the GSA Advantage, a internet based database system. The URL for the GSA Advantage is: GSAAdvantage.gov

Information on ordering from Federal Supply Schedules click on the GSA Schedules link www.GSA.gov

MULTIPLE AWARD SCHEDULE (MAS)

CATEGORY – SECURITY AND PROTECTION

Category: Protective Equipment
220 Surveillance Systems, Wearable Body Cameras, and Vehicular Video

Category: Security Systems
290 Security and Detection Systems

Category: Physical Access Control Systems (PACS) - Legacy
290 Physical Access Control Systems (PACS) - Legacy

Category: Miscellaneous
3100 Complementary Special Item Numbers (SINs)

Category: Ancillary Supplies and Services
3100 Ancillary Supplies and Services

ACT NUMBER: 47QSWA18D0003K

ACT PERIOD: April 13, 2018 – April 12, 2023

ACTOR: ICU Technologies, Inc.

13620 Lincoln Way #230
Auburn, CA 95603

Phone Number: 559-761-1262
Fax Number: 559-692-1142

E-mail: gsasales@icu-techinc.com
Website: www.icu-techinc.com

ACT ADMIN: Matthew Rieder

mrieder@icu-techinc.com

SS SIZE: Veteran Owned Small Business (VOSB)



Procurement Division
707 Third Street, 2nd Fl
West Sacramento, CA

State of California MULTIPLE AWARD SCHEDULE ICU Technologies, Inc.

CMAS NUMBER:	3-18-84-0054D
SUPPLEMENT NO.:	N/A
CMAS TERM DATES:	5/9/2018 through 4/12/2023
CMAS CATEGORY:	Information Technology Goods & Services
APPLICABLE TERMS & CONDITIONS:	March 15, 2018
MAXIMUM ORDER LIMIT:	State Agencies: See Purchasing Authority Dollar Threshold provisions Local Government Agencies: Unlimited State & Local Government Agencies
FOR USE BY:	State & Local Government Agencies
BASE GSA SCHEDULE NO.:	47QSWA18D0003K
BASE SCHEDULE HOLDER:	ICU Technologies, Inc.

This CMAS provides for the purchase, warranty and installation of access control systems and accessories. (See page 2 for the specific brands, labor categories, and restrictions applicable to this CMAS.)

CMAS Overview and Guide



Procurement Division

For example, how to sell to the state?

SEARCH

- ◀ DGS HOME
- HOME
- SERVICES
- FORMS
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- EVENTS
- ABOUT
- CONTACT

HOME PROCUREMENT DIVISION RESOURCES CALIFORNIA MULTIPLE AWARD SCHEDULES GUIDE

California Multiple Award Schedules (CMAS) Overview and Guide

CMAS Overview and Requirements

CONTACT

CMAS Unit
Department of General Services
Procurement Division
707 Third Street, Second Floor, MS 202
West Sacramento, CA 95605-2811

Phone: (916) 375-4363
Email: cmas@dgs.ca.gov

The Basis for CMAS Agreements

The State of California establishes multiple award agreements in accordance with Public Contract Code Sections 10290 et seq. and 12101.5 (effective January 1994). A multiple award is an award to two or more contractors for the same products and/or services at the same or similar prices. Multiple award does not pertain to the number of buyers who would be ordering from the agreement, but rather the number of contractors receiving an award from a common bid process.

CMAS agreements are not established through a competitive bid process conducted by the State of California. Because of this, all pricing, products and/or services offered must have been previously bid and awarded on a Federal GSA schedule. The supplier completes a CMAS Application offering products and/or services at prices based on an existing Federal GSA multiple award schedule. This schedule is referred to as the "base" contract. Upon review and acceptance of the application, the



GSA Cooperative Purchasing



Contract 47QSWA16

3. General Services Administration

Per Diem Lookup

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Buyers

Cooperative Purchasing

The Cooperative Purchasing Program allows state, local, and tribal governments to purchase IT, security, and law enforcement products and services offered through specific Schedule contracts. Cooperative Purchasing allows eligible entities to purchase from approved industry partners, at any time, for any reason, using any funds available.

FAS National Customer Service Center
1-800-488-3111
ncscustomer.service@gsa
[View Contact Details](#)

Card Holders

ing Officers

Local Governments

ative Purchasing

Purchasing

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Health Emergencies

gram

Eligibility

40 U.S.C § 502 (c) offers the following definition of state or local government:

"The term, 'State or local government' includes any State, local, regional, or tribal government, or any instrumentality thereof (including any local educational agency or institution of higher education)."
Educational Institutions include:

- Local elementary, middle, and high schools operated by public school boards;
- Public colleges, community colleges, technical colleges; and
- Public universities that provide at least a two-year program that offers a degree or offers credit toward such a degree.



Federal Statute 40 U.S.C § 502 (c)



Contract
47QSWA16

AL SERVICES ADMINISTRATION
gton, DC 20417

GSA ORDER

.T: Eligibility to Use GSA Sources of Supply and Services

urpose. This Order provides definitions and listings of agencies and organizations authorized to use GSA sou
and services. It also provides definitive guidelines concerning eligibility requirements.

(6) Use of Certain Federal supply schedules by state and local Governments. State and local governmen
access to GSA sources of supply, as detailed below. State or local government, defined at 40 U.S.C. § 502(
s any state, local, regional, or tribal government, or any instrumentality thereof (including any local educati
or institution of higher education). In any case of the use by a state or local government of a Federal suppl
e, participation by a firm that sells to the Federal Government through its Federal supply schedule contract
ry with respect to a sale to the state or local government under that contract.

(a) Cooperative Purchasing. Pursuant to 40 U.S.C.502(c), the Administrator may provide for the us
· local governments of Schedule 70 and Schedule 84 for supplies and services available under those Federal
es.

ADM
February :

GSA Contract Awards-Sample PO's



City of Elk Grove
6401 Laguna Palms Way
Elk Grove, California 95758

TO: ICT TECHNOLOGIES INC.
9303 N AIRPORT DR
VISAITA, CA 91277

PURCHASE ORDER	
P.O. NUMBER	19C01145
DATE	11/06/18
VENDOR I.D.	0063896
DELIVERY DATE	11/20/18
FOB	Destination
REQUISITION NO.	00630951
CUSTOMER #	101818-A
OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LIST AND CORRESPONDENCE	

PHONE:

DELIVER ITEMS TO:

ATTN: CHRIS HILL
CITY OF ELK GROVE
IT SERVICES - ECPD
8400 LAGUNA PALMS WAY
ELK GROVE, CA 95758

SEND INVOICE TO:

CITY OF ELK GROVE
8401 LAGUNA PALMS WAY
ELK GROVE, CA 95758

ITEM	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENSION
001	AVIGATION DOME CAMERAS 4X3 MP, WDR, LIGHTCATCHER, 2.8MM, CAMERA ONLY ITEM #12C-44A-4M-360	3	EA		
002	OUTDOOR PENDANT MOUNT ADAPTERS ITEM #H4AM-AD-PEND.	3	EA		
003	MOUNT PENDANT NPT ADAPTERS IR PTZ ITEM #IRPTZ-NPT-NPTAI	3	EA		
004	DOME BUBBLES AND COVERS FOR OUTDOOR SURFACE MOUNT OR PENDANT MOUNT, CLEAR ITEM #H4AM-DO-COVER1	3	EA		
005	SHIPPING	1	EA		
	TAX \$				340.09
FOR POLICE GSA SCHEDULE 84 CONTRACT# 4705WAVE003X					



GSA Contract Awards-Sample PO's



Contract #7QSWA18

The City of
MADERA

Purchase Order

Fiscal Year 2019

Page: 1 of 1

THIS NUMBER MUST APPEAR ON ALL
INVOICES, PACKAGES AND SHIPPING PAPERS.

Purchase Order # 30190456

Delivery must be made within doors of
specified destination.

BILL TO
CITY OF MADERA - FINANCE
205 W. 4TH STREET
MADERA, CA 93637

VENDOR
MATTHEW JAMES RIEDER
ICU TECHNOLOGIES INC.
9303 W. AIRPORT DR.
VISALIA, CA 93277

SHIP TO
MADERA POLICE DEPARTMENT
330 SOUTH C STREET
MADERA, CA 93638-3727

Vendor Phone Number		Vendor Fax Number		Requisition Number		Delivery Reference	
Date Ordered		Vendor Number		Date Required		Freight Method/Terms	
05/10/2019		177					
Item#	Description/PartNo			QTY	UOM	Unit Price	Extended Price
The Above Purchase Order Number Must Appear On All Correspondence - Packing Sheets And Bills Of Lading							
1	MODIFIED: Camera SystemGSA Contract #47QSWA18D003K			1.0	EACH	\$41,212.12	\$41,212.12



GSA Contract Awards-Sample PO's



Contract 47QSWA18

PURCHASING DEPARTMENT
PHONE (209) 574-1613
FAX (209) 574-1567

ACCOUNTS PAYABLE
PHONE (209) 574-8476
FAX (209) 574-1542

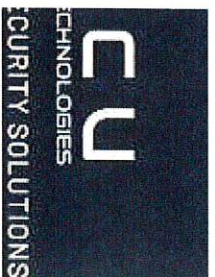
PURCHASE ORDER
MODESTO CITY SCHOOLS
426 LOCUST STREET, MODESTO, CA 95351-2631

PURCHASE ORDER NO: 193616

ICU TECHNOLOGIES INC
9303 W AIRPORT DR
VISALIA CA 93277-9500

SHIP PREPAID TO: CENTRAL WAREHOUSE
RECEIVING HOURS:
7:00-2:00 PT MONDAY-FRIDAY
1424 WOODLAND AVE
MODESTO CA 95351-1193

ORDER DATE		REQUESTED BY		F.O.B. POINT IS DESTINATION UNLESS OTHERWISE NOTED	
05/23/2019		M&O/ORTH		TERMS: NET 30 DAYS UNLESS NOTED	
Item	Quantity	Unit	Description	Unit Price	Total Price
1	1	LY	PARTS AND INSTALLATION FOR SECURITY CAMERA SYSTEM AT MARK TWAIN MIDDLE SCHOOL	514,117.93	514,117.93
QUOTED BY: BRIAN VAN NORMAN QUOTE DATED: APRIL 30, 2019 CONTRACT: GSA 47QSWA18D003K BOARD APPROVED MAY 13, 2019					
Sub Total					514,117.93



GSA Contract Awards-Sample PO's



Contract #47QSWA16

Sacramento City Unified

School District

Purchasing

5735 47th Avenue

Sacramento, CA 95824

(916) 643-9460 FAX (916) 399-2022

SHIP TO:

FACILITIES SUPPORT SERVICES

425 1st Ave

SACRAMENTO, CA 95818-0000

PURCHASE ORDER

NO: P20-02260

DATE 02/19/2020

ORDERED FROM:

FAX:

ICU TECHNOLOGIES

13620 LINCOLN WY STE 230

AUBURN, CA 95603

IMPORTANT INSTRUCTIONS TO VENDOR

1. Itemized INVOICES in Duplicate.
2. Enclose PACKING LIST with ALL shipments.
3. No deviation in PRICE or SUBSTITUTION in kind permitted.
4. All deliveries F.O.B. Destination unless otherwise specified. If freight is to be charged, prepay, and add to invoice.
5. THE LAW REQUIRES MATERIAL SAFETY DATA SHEETS FOR PRODUCTS ON THIS ORDER. PLEASE ENCLOSE WITH INVOICE.
6. Purchase order number must appear on packing slip.

ORDER LOCATION

0807 - FACILITIES SUPPORT SERVICES

REQUISITION

EMAN/CONTRERAS/FLOREZ

REQUISITION

R20-03252

DATE REQUIRED

03/20/2020

F O B

Destination

TERMS OF PAYMENT

Net 30

SHIP VIA

As Required

BUYER

Dan Sanchez

HPQ

DESCRIPTION

UNIT COST

EXTENSION

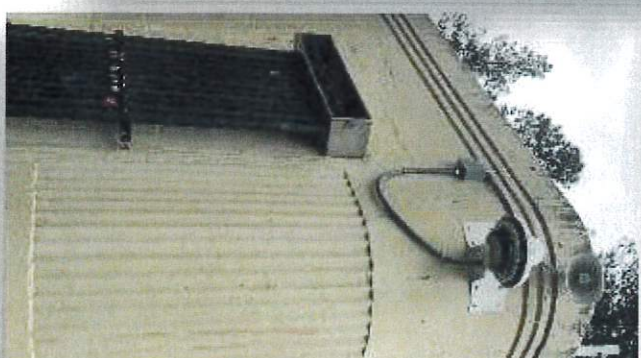
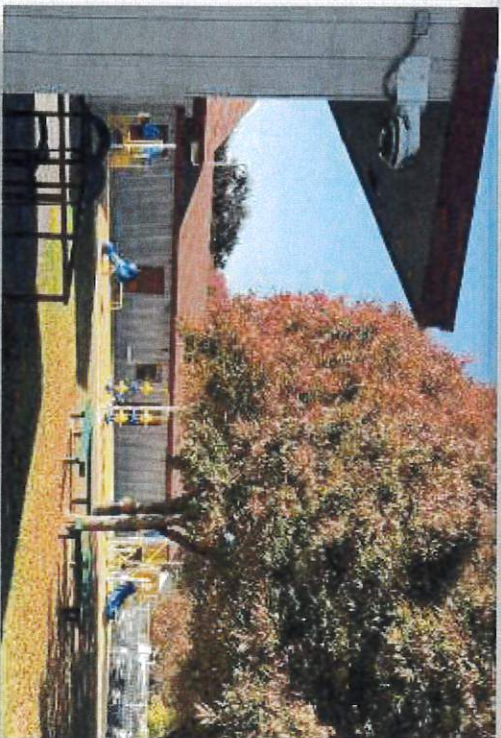
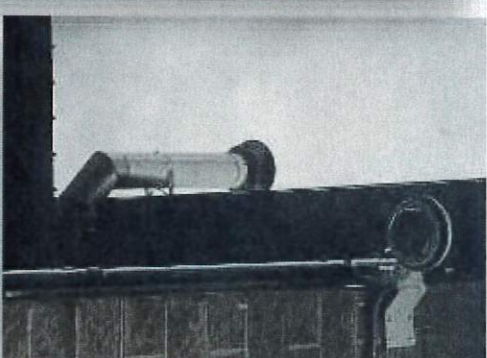
Reference CONTRACT NUMBER: 47QSWA18D003K

PER APPRVD QUOTE DATED JAN 10, 2020 FOR THE DOOR SECURITY IMPROVEMENT AT 9 EAST AREA ELEMENTARY SCHOOLS PROJECT

ICU Past Performance



Contrac
CONTRACTOR SUPPORT





Public Safety Security Customers



Contrac
Contract 47Q5WAT



CITY OF
FOLSOM
DISTINCTIVE BY NATURE



Roseville Joint Union High School District
Excellence in Education



INTEGRITY BASED, CUSTOMER FOCUSED, RESULTS DRIVEN

ICU Blogs/Articles/Press Releases

GSA Cooperative Purchasing & Eligibility-

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/schedule-buyers/state-and-local-governments/cooperative-purchasing>

GSA Cooperative Purchasing Security-Fire & Law Enforcement-

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/schedule-offerings/list-of-legacy-schedules/schedule-84security-fire-law-enforcement>

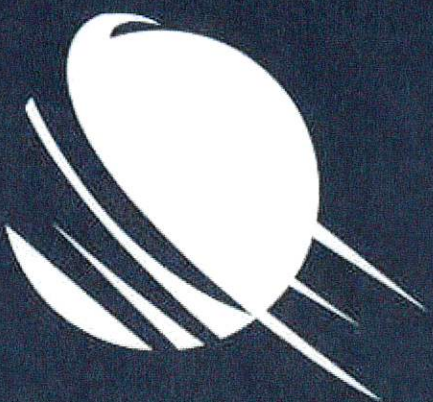
ICU Home- <https://www.icu-techinc.com/>

ICU Solutions- <https://www.icu-techinc.com/solutions/>

ICU About- <https://www.icu-techinc.com/about/>

ICU Blog- <https://blog.icu-techinc.com/>

ICU LinkedIn- <https://www.linkedin.com/company/icu-technologies-inc/>



ICU
TECHNOLOGIES

PUBLIC SAFETY SECURITY SOLUTIONS.

Thank you

www.icu-techinc.com